



**STATE OF TENNESSEE  
DEPARTMENT OF COMMERCE AND INSURANCE  
DIVISION OF REGULATORY BOARDS  
MOTOR VEHICLE COMMISSION  
500 JAMES ROBERTSON PARKWAY, 2<sup>ND</sup> FLOOR  
NASHVILLE, TENNESSEE 37243  
615-741-2711  
FAX (615) 741-0651**

August 1, 2006

Tennessee Motor Vehicle Dealers

RE: Licensing Procedures of Motor Vehicle Salespersons

Dear Sir/Madam:

The Tennessee General Assembly recently enacted a change to Tennessee Code Annotated § 55-17-111 which will have a direct impact on your business and the salespeople you employ. The change directly affects only persons holding a valid salesperson license issued by the Tennessee Motor Vehicle Commission.

In the past, the Commission has required a salesperson have the wallet card portion of the salesperson license for the particular dealership on his/her person before they are allowed to engage in the sale of motor vehicles. The statutory change addresses a salesperson, with a valid sales license, moving to another dealership. A licensed sales person may start selling motor vehicles as soon as the new employer has completed the salesperson application and mailed it with the required fee to the Department of Commerce and Insurance-Tennessee Motor Vehicle Commission.

This change in the law will eliminate the waiting period between the time the salesperson begins employment at your business and the receipt of the actual license. If you have any questions regarding this change in state law, please do not hesitate to contact us at the above numbers or via email at [Bob.McKee@state.tn.us](mailto:Bob.McKee@state.tn.us).

Sincerely,

Bob McKee  
Executive Director